

THE BUSINESS MEN

Can Scan This Column With Interest and Profit.

THE REVIEW OF THE WEEK

The Crop Outlook is Fair and There is an Improvement in Staples—The Farmers' Cry in Kansas—Why Some of Them Failed—Small Industries For Farmers—The Wool Market.

Bradstreet's.
Special tendencies toward an improvement in general trade reported in telegrams to Bradstreet's a week ago remain conspicuous, although the extreme heat for a full week has had a depressing influence. Dispatches from Omaha, Duluth, Kansas City and St. Joseph indicate that rains have fallen quite generally throughout the far western wheat and corn-growing states with good effect. Galveston and Memphis, trade which has been dull and unchanged for months, now that the crop outlook is fair, report moderate improvement in trading in staples. The unfavorable reports are from New Orleans, where country orders have fallen off (though sugar and rice crop prospects are good), and San Francisco, where the volume of midsummer business is disappointing. Lumber is in active demand at Minneapolis and Chicago, and at most centers the movement of clothing, hats, shoes, millinery and hardware for the autumn trade is more active.

Philadelphia textile spinners report satisfactory orders, and Baltimore jobbers say that so far as southern accounts have become due they have been promptly met. Prices of manufactured iron at St. Louis and other points now continue to advance exclusively reported in Bradstreet's last week. This is due to short supplies rather than better demand. Pig iron is dull, and steel rails are as high as for months past. Reference to Bradstreet's money market reports shows a slight hardening of money at the west, due to demand to move grain and wool, together with slack collections in some instances. The New York Iron League and Pennsylvania Homestead strike and lockout, with sympathetic strikes west and east, remain in force but exercise less effect upon the condition of general trade than in another season of the year. The number of industrial employees on strike or locked out within the past eighteen months is much smaller than the total for a like period prior to 1891.

Special telegraphed totals of bank clearings from seventy cities this week show a decrease as compared with last week but a gain as compared with the like week in 1891. Comparative totals show a decrease of 5.6 per cent this week, but a 13 per cent larger volume than in the fourth week of July, 1891. There are 163 business failures in the United States reported to Bradstreet's this week, as compared with 179 last week and 200 in the fourth week of July last year. An unusually large proportion of them continue of concerns with very small capital.

Exports of wheat this week (including flour as wheat) from United States reports, both coasts, as reported to Bradstreet's, aggregate 2,224,000 bushels, a slight decrease as compared with the preceding week, but fully 600,000 bushels less than were exported in the fourth week of July, 1891, and only 272,000 bushels more than were sent abroad in the like week of 1890. During four weeks of July, 1892, total wheat (and flour) exports, as reported to Bradstreet's, equalled 9,800,000 bushels; in July, 1891, about 10,000,000 bushels, and in July, 1890, about 7,550,000 bushels. In July, 1889, the like total was about 6,000,000; in 1888 about 7,600,000 bushels.

Print cloths are firm at the advance, with orders booked ahead to February, 1893, and no stocks on hand, against 830,000 pieces a year ago. All and part-wool stuffs are more active. Cotton prices have advanced 10c on the week on the promise of the failure of the anti-options bill and better demand.

Bullish manipulation of the industrial and the assertion of favorable speculative sentiment regarding the crops and railroad prospects have resulted in a strong and somewhat active share market. The fear of gold shipments held the movement somewhat in check, but fails to affect its bullish undertone. Foreign interests, however, are indifferent, and the market is moderate and narrow. Bonds are in moderate demand, with little demand for speculative issues. Silver is weak and unsteady at a decline in price.

In the province of Ontario new wheat is being received weighing 60 and 62 pounds to the bushel. Dry goods, groceries and hardware staples move with some freedom. In the province of Quebec crop prospects are very good, and general trade, while not equaling expectations, is fairly good. Cattle exporters are said to have been losing money. Bank clearings at Halifax, Montreal, Toronto and Hamilton, aggregate \$19,537,000 this week, a decrease of 11 per cent compared with the week before. There were twenty-two business failures in the Canadian Dominion this week, as reported to Bradstreet's, against twenty-two last week, and twenty in the like week a year ago.

THE WESTERN THIRD

Of Kansas—Why Farmers Failed, and Why Some are Prosperous.
United States Investor.
Decidedly encouraging are the reports which come to us recently of the agricultural and financial condition of affairs in the western third of Kansas, that semi-arid belt within whose area many a hard-earned dollar of the eastern investor has been dropped into town property speculation and farm mortgage purchases. "The western third of Kansas, the arid belt, the area of fraudulent mortgages, of deserted homesteads, of blizzards and blistering hot winds, the part of Kansas which has given the state all the bad name it ever had," is making phenomenal progress in wheat growing this year.

We are not at all surprised to receive good reports from western Kansas, for we have never doubted the richness of soil, its adaptability to certain crops, nor the fact that when properly conducted, farming in most sections of this vast area could be made profitable. The principal trouble in the past has been the people. They have not understood the country, and have never, until recently, paused to study its climatic conditions, its varied resources, or what crops were best suited to the land. The one desire and aim of the many was to raise six-foot Illinois corn, to boom the towns, sell "city lots," secure as large a loan as possible on their property, and if they failed (and they always did), to curse the country and skip it. Others, more impulsive and aggressive, sought relief mainly in political action, in increase of monetary circulation, in the destruction of national banks, free coin-

age of silver, the issue of bonds at a nominal on security of crops and lands and other vagaries of baneful influence. But the farmer who attended to his business, who, if he could not raise corn, raised wheat, and if cattle did not pay turned his attention to sheep, although at first suffering privations and hardships, but always meeting his honest obligations, is now generally prosperous and contented, while the "calamity howler" who would howl into the mouth of the cornucopia if it were full of plenty, is as thrifless as ever, whether he be farming in Oklahoma, in the San Louis valley or in Oregon.

Small Industries for the Farmer.

Manufacturers' Record.
The manufacture of starch from potatoes is an industry which has attained enormous dimensions in Europe, while in this country, owing to the greater abundance of grain, it is comparatively small. In the northwest there are some factories which use the Irish potato and have made large profits from the business. Such an industry would pay in the south, as in every section there are at the end of the season thousands of barrels of culls which could be purchased for a small figure and utilized in this way to the advantage of the farmer and manufacturer. Another industry which would pay, particularly in the fruit-raising states, is that of canning. Such establishments as have started and been well managed have proved remunerative in no small degree. Still another, and this, one which should be in the midst of every fruit-growing community, is a small plant for preparing and drying fruits. With the rapid increase in fruit growing in Georgia, there will, before long, come a time when the market will be overstocked, either through overproduction or an unusually early season in the North. At such times a small fruit-drying establishment will be invaluable in taking from the growers their surplus and putting it in such shape as to be marketable at any time without the risks of rotting or decay, and at all times it can handle their over-ripe stock. A few thousand dollars will be sufficient to erect a small plant, and it will yield an ample return.

Here, then, are three different industries needed, all depending upon the farmer for their raw material, and none requiring very large capital. Cannot the farmers start the movement that will benefit them?

On Wages.

Iron and Steel Bulletin.
Mr. Adlai E. Stevenson, Democratic candidate for the vice presidency, was not very happy in his reference in his Madison Square Garden address to the fruits of our protective policy. He said: "Recent occurrences in a neighboring state have sadly emphasized the fact that a high protective tariff affords no protection, and tends in no way to better the condition of those who earn their bread by daily toil." The "recent occurrences" referred to by Mr. Stevenson are the Homestead riot and its sad results, precipitated by workmen whose monthly wages were from \$65 to \$75. In England, where Mr. Stevenson's free trade theories prevail, such wages as these are absolutely unknown. Furthermore, but for our protective policy the Homestead works never would have been built. Mr. Stevenson's appeal is to the prejudices of his hearers; it is certainly not to their intelligence.

Wool.
The movement in wool continues active and prices are firm. Stocks are heavy in all markets, the bulk of the clip having passed out of the hands of growers. The demand for fleeces is strong. The manner in which they have been put on the market is a subject of general comment. The grower has learned a lesson from the low prices received last year, and has put his wool up better, and in consequence has received an equivalent advance. Manufacturers have been quick to note the change. In delaine wools there is a good movement at unchanged prices. Unwashed wools sell well. The quantity which has come forward in this condition is larger than usual. Combing wools are being bought quite freely. Large sales of Texas wools continue to be reported. A quiet trade is noted in California wools. The receipts of territories are large, and the seaboard markets are heavily stocked with them. Holders are firm in their demands, and buyers have taken them quite freely. In pulled wools there is more doing. New lamb's wool is coming forward, and manufacturers are giving this branch of the market more attention. Since the London sales closed buyers have shown a stronger disposition to take Australian wools. These wools are cheap at current prices. A fair inquiry is noted for carpet wools. The cholera reported in the east is expected to have some effect on this branch of the market, as wools from the Mediterranean may be refused entry.

THE LETTER WRITER.
Indites a Feeling Missive to a Ward Bounder in New Jersey.
PATTERSON, N. J., July 31.—Mr. Cleveland in response to a letter apprising him of the organization of a Democratic Club in Acquackanonk township of Passaic county, of which Mr. James Clancy is president, wrote to that gentleman as follows:
(GRAY GABLES, BUZZARDS BAY, MASS.)
July 26, 1892.
James Clancy, Esq.

DEAR SIR:—I was very glad to receive your letter of July 16. You may rest assured that I have by no means forgotten your visits to me. It is a source of great gratification to hear of you as prominent in the organization of a campaign club at your home in Passaic county. It is quite in keeping with your Democratic tendencies, and an illustration that you well understand the value of thorough Democratic organization.

I believe the success of the pending campaign depends largely upon the efforts of such clubs as that which has been started at your home. There is something, a lack of effectiveness in such organizations arising out of a failure to make them working clubs. Their purpose should not be merely to bring about the association of those already well grounded in the Democratic faith, but to draw in new converts and to fix those who are wavering in their political preference. Every member of such a club should, I think, consider himself a committee of one to bring within the influence of the club some person whose vote could not otherwise be secured to the Democratic cause. I fully believe, however, that this new club established in Passaic county will properly consider these questions and will not be wanting in any branch of an effort. Very truly yours,
GROVER CLEVELAND.

FATAL neglect is little short of suicide. The consequences of a neglected cough are too well known to need repeating. Dr. Woods' Norway Pine Syrup cures a cough promptly. Sold by all dealers on a guarantee of satisfaction.
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WEAK Stomach strengthened by BEECHAM'S PILLS.

KILLED AT HER BATH.

A Pretty Young Lady Fatally Struck by Lightning in New Jersey.

STIRLING, N. J., July 31.—Augusta Rigan, a pretty nineteen-year-old girl, was struck by lightning here yesterday and instantly killed. She had been bathing in the Passaic river, and when the storm broke at 4 o'clock she came out of the water and went under a small white birch tree near the river to dress. Her friend, Annie Baldwin, was standing under an umbrella near her when the bolt of lightning struck the tree and killed her.

Miss Ryan had not had time to put on any of her clothes; she only wore a pair of rubber boots to protect her feet in going from the water to the place where her clothes were. She never moved after the lightning struck the tree. The upper part of her body turned a dark blue color, and the rubber boot on her left foot was cut down the side as if by a knife.

Yesterday the heat was intense. The thermometers registered from 100° to 105° of heat, and the weather sharks predicted a heavy thunder storm. It was nearly 4 o'clock before there was any sign of an approaching shower, and this was the time that Miss Ryan selected to go bathing. Miss Annie Baldwin, of Gloucester City, a girl about Gussie's age, came to visit her last Saturday and accompanied her yesterday afternoon to the bathing pool in the Passaic. The pool is a favorite place for young women, and is back of John McGrath's farm house.

Gussie took off her clothes under the white birch on the bank and plunged into the river. For ten minutes she remained in the water, while her friend stood on the bank and watched her. The air suddenly became cooler and there was a far-off pool of thunder, followed in a few minutes by large drops of rain. Annie put up her umbrella and called to Gussie to come out of the water at once and get dressed. As the girl left the water Annie said to her: "There is going to be lightning, Annie, and it's dangerous to stand under that tree."

"If I am to be struck," responded Gussie, "I might as well be struck here as anywhere." She slipped her feet into the pair of rubber boots that were waiting for her on the bank, and ran up to the tree underneath which her clothes were lying. Gussie had just reached the white birch when a bolt of lightning shot down toward the birch. Annie says there was an explosion and a strong smell of sulphur. Her umbrella was wrung from her hands, and for a moment she was stunned. She said: "The air seemed to be filled with smoke. When I recovered myself I looked for Gussie. She was flat on the ground, and I knew she was dead. The white birch was split and the bank was torn from it."

It is probable that Gussie was leaning on the tree at the time. Near her left heel, as she fell, there was a hole several inches in diameter in the ground. Her clothes, which had been lying on the ground beside her, were uninjured. The storm was a furious one for the hour which it lasted. The body was removed to the farmhouse of her grandfather.

General Grant's Death Bed.

It is pleasant to note that last Saturday, on the seventh anniversary of the death at Mount McGregor of General Grant, a number of children gathered at the mountain top and placed a wreath of daisies upon the bed upon which the great general expired in the Drexel cottage. Thanks to the patriotic foresight of W. J. Arkell, the creator of Mount McGregor, and of the late Joseph W. Drexel, his associate, the cottage in which General Grant died is the property of the nation, and is in the custody of the Grand Army of the Republic. It should ever be the nation's charge, a chosen spot for patriots to visit.

Men, for Julep Jerkers.

M. Stambuloff, the Bulgarian premier, began life as bartender.

Deafness Can't be Cured
by local applications, as they cannot reach the diseased portion of the ear. There is only one way to cure deafness, and that is by constitutional remedies. Deafness is caused by an inflamed condition of the mucous lining of the Eustachian Tube. When this tube gets inflamed you have a rumbling sound or imperfect hearing, and when it is entirely closed, Deafness is the result, and unless the inflammation can be taken out and this tube restored to its normal condition, hearing will be destroyed forever; nine cases out of ten are caused by catarrh, which is nothing but an inflamed condition of the mucous surfaces.

We will give One Hundred Dollars for any case of Deafness (caused by catarrh) that we cannot cure by taking Hall's Catarrh Cure. Send for circulars, free.
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From a letter written by Mrs. Ada E. Hurd, of Groton, S. D., we quote: "Was taken with a bad cold which settled on my lungs, cough set in and finally terminated in Consumption. Four doctors gave me up, saying I could live but a short time. I gave myself up to my Savior, determined if I could not stay with my friends on earth, I would meet my absent ones above. My husband was advised to get Dr. King's New Discovery for Consumption, Coughs and Colds. I gave it a trial, took in all eight bottles; it has cured me, and thank God I am now a well and hearty woman." Trial bottles free at Logan Drug Co.'s Drug Store; regular size, 50 cents and \$1.

CHOLERA infantum has lost its terrors since the introduction of Chamberlain's Colic, Cholera and Diarrhoea Remedy. When that remedy is used and the treatment as directed with each bottle is followed, a cure is certain. Mrs. Fanny Lauderdale, of Rock, Pope county, Ill., says it cured her baby of cholera infantum, and she thinks saved its life. A. W. Walter, a prominent merchant at Waterburg, Ill., says it cured his baby boy of cholera infantum after several other remedies had failed. The child was so low "that he seemed almost beyond the aid of human hands or reach of any medicine," but Chamberlain's Colic, Cholera and Diarrhoea Remedy cured him 25 and 50 cent bottles for sale by druggists.
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You all know that Bastin's Kidney and Liver Tea cures constipation and sick headache. 25c at druggists. m

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